

APPENDIX C
PRICING INDEX
DIR-SDD-1856

Hardware	DIR Discount
Bosch	43%
Cisco Physical Security (Single Transaction less then \$1,000.00)	42%
Cisco Physical Security (Single Transaction greater then \$1,000.00)	43%
Samsung	41%
Panasonic	39%
Arecont	42%
Assa Abloy/Adams Rite Electrified Products	52%
Assa Abloy/Adams Rite Non Electrified Products	40%
Assa Abloy/Sargent Harmony/Electrified Exits & Mortise Locks	55%
Assa Abloy/Sargent Harmony/Non Electrified Exits & Mortise Locks	40%
Assa Abloy/Sargent Harmony/Integrated Wiegand Products	44%
Assa Abloy/Corbin Russwin/ Electrified Exit Devices & Locksets	55%
Assa Abloy/Corbin Russwin/ Non Electrified Exit Devices & Locksets	40%
Assa Abloy/McKinney/Electrified Hinges	52%
Maintenance	
Cisco SmartNet - Government	15%
Cisco SmartNet - Education	30%

Technical Services	
Design/System Architect	10%
System Integration	10%
Project Management	10%
System Implementation	10%
Service and Maintenance	10%